

North-East Harbor, Maine,
HARVARD UNIVERSITY,
Cambridge, August 6th, 1892.

Dear Mr. Robinson,-

Yours of August 3rd is at hand.

I should be very reluctant to offer Mr. Seaton more than \$1000. for the first year. In my opinion he will come for that if he will come at all. You can assure him that that is the regular salary offered to tutors and instructors who do full work in the first year of their service. It is the customary salary for the first year of service, and from what you say of him I should imagine that it is all he^{is} worth at his present stage of progress. Is he married that he wants more than \$1000. a year to live in Cambridge? I have just secured the services of a graduate of Harvard College of the class of 1886 at the salary of \$1000., and this man is married, and has been in the habit of earning nearly twice that sum. It would be a very troublesome precedent to offer Mr. Seaton a higher salary than we are in the habit of offering our own graduates in the first year of their appointment. Cambridge is really a very cheap place to live--by no means a dear one. These western men think that Harvard is rich and can pay anything. We made a grave mistake in our dealings with Professor Coulter; but we were helpless, for Professor Gray had opened negotiations with him before his death. We have now made another mistake in our dealings with Professor Barnes. Let us be cautious in the present instance.

I am glad to hear that you have received a letter from Sir
Joseph Hooker, which will have a happy effect on Mrs. Gray's mind.

Very truly yours,

Charles W. Eliot

Dr. Benjamin L. Robinson.